

Message Text

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PAGE 01 LAGOS 04570 251541Z
ACTION AF-10

INFO OCT-01 ISO-00 COME-00 EB-08 /019 W
-----251731Z 109778 /47

R 251109Z APR 77
FM AMEMBASSY LAGOS
TO SECSTATE WASHDC 680

UNCLAS LAGOS 4570

FOR AF/W: KOTT FROM CAHILL

E.O. 11652 : NA
TAGS : BEXP, BGEN, NI
SUBJ : LAGOS TRADE FAIR

REF : STATE 84137

PLEASE PREPARE TEXT OF SOLICITATION LETTER AS FOLLOWS:

1. DEAR (PERSONS NAME):

ON BEHALF OF THE UNITED STATES GOVERNMENT, I WOULD LIKE TO INVITE YOUR COMPANY TO PARTICIPATE IN THE UNITED STATES EXHIBITION WHICH THE U.S. DEPARTMENT OF COMMERCE AND THIS EMBASSY WILL ARRANGE AT THE FIRST LAGOS INTERNATIONAL TRADE FAIR NOVEMBER 27-DECEMBER 11, 1977.

2. AS I AM SURE YOU ARE AWARE, NIGERIA'S OIL FUELED ECONOMY IS CREATING A RAPIDLY GROWING DEMAND FOR A HOST OF IMPORTED PRODUCTS AND SERVICES. IMPORTS TOTALED MORE THAN DOLS 9 BILLION IN 1976. OF THIS AMOUNT, PURCHASES FROM THE UNITED STATES AMOUNTED TO DOLS 770 MILLION, MORE THAN DOUBLE WHAT WE SOLD TO NIGERIA IN 1974. THERE EXISTS MUCH POTENTIAL FOR FURTHER INCREASING OUR SALES TO THIS DYNAMIC MARKET, WHICH IS THE MOST POPULOUS ON THE ENTIRE AFRICAN CONTINENT. AMERICAN TECHNOLOGY CAN BE VERY HELPFUL TO NIGERIA'S GROWTH AND DEVELOPMENT.

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3. YOUR COMPANY'S PARTICIPATION IN THE UNITED STATES GOVERNMENT EXHIBITION-WITH ITS CLEAR IDENTIFICATION OF AN AMERICAN FIRM SUPPORTED BY ITS HOME GOVERNMENT-WOULD BE A CONVINCING DEMONSTRATION OF YOUR INTEREST IN NIGERIA AND OF YOUR COMPANY'S DESIRE TO PARTICIPATE IN NIGERIA'S AMBITIOUS DEVELOPMENT EFFORTS.

NIGERIA'S NATIONAL DEVELOPMENT PROGRAM THROUGH 1980 CALLS FOR

PUBLIC SECTOR EXPEDITURES OF DOLS 69 BILLION IN SUCH AREAS AS TRANSPORTATION, AGRICULTURE, POWER GENERATION, COMMUNICATION, HEALTH, EDUCATION AND PETROCHEMICALS.

4. THE NIGERIAN GOVERNMENT IS PLACING GREAT STRESS ON THIS FIAR, ITS FIRST MAJOR VENTURE INTO THE INTERNATIONAL TRADE FAIR FIELD. NIGERIAN FEDERAL AND STATE OFFICIALS HAVE EMPHASIZED TO ME AND MY STAFF THEIR DESIRE TO SEE A SIGNIFICANT AND HIGHLY VISIBLE PRESENCE BY AMERICAN FIRMS IN THE FAIR. IN THE U.S. PAVILION, WE CAN ENSURE THAT VISABILITY AND CAN IDENTIFY U.S. INDUSTRY AS A STRONG PARTICIPANT IN THE NIGERIAN DEVELOPMENT PROCESS.

WE INVITE YOU TO CALL OR WRITE NOW TO RESERVE SPACE FOR YOUR COMPANY IN THE U.S. EXHIBITION. MRS. SALLY MILLER, COUNTRY MARKETING MANAGER FOR AFRICA, AT THE U.S. DEPARTMENT OF COMMERCE, WASHINGTON, D.C. (202-377-4927) OR MR. HARVEY CLEW, ECONOMIC/COMMERCIAL OFFICER AT OUR EMBASSY HERE IN LAGOS (P.O. BOX 554, TEL. 57320), WILL BE HAPPY TO PROVIDE YOU WITH THE DETAILS OF BOOTH SIZE AND COST, NECESSARY PARTICIPATION DOCUMENTATION, OTHER ANTICIPATED EXPENSES AND HELPFUL TRAVEL INFORMATION.

WE WOULD VERY MUCH LIKE TO WELCOME YOU HERE.
SINCERLY, AMBASSADOR DONALD B. EASUM, AMERICAN EMBASSY,
LAGOS, NIGERIA.
EASUM

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 25-Apr-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Source: CORE
Document Unique ID: 00
Drafter: n/a
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Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770143-1096
Format: TEL
From: LAGOS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770424/aaaaatud.tel
Line Count: 88
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Litigation Codes:
Litigation History:
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Office: ACTION AF
Original Classification: UNCLASSIFIED
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Original Previous Classification: n/a
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Reference: 77 STATE 84137
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 19-Nov-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2707214
Secure: OPEN
Status: NATIVE
Subject: LAGOS TRADE FAIR
TAGS: BEXP, BGEN, NI
To: STATE
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/493a969f-c288-dd11-92da-001cc4696bcc
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